

CONTRACT PRICING PROPOSAL (RESEARCH AND DEVELOPMENT)					
				PAGE NO.	NO. OF PAGES
NAME OF OFFEROR		SUPPLIES AND/OR SERVICES TO BE FURNISHED (Title of Proposed Effort)			
HOME OFFICE ADDRESS					
DIVISION(S) AND LOCATION(S) WHERE WORK IS TO BE PERFORMED		TOTAL AMOUNT OF PROPOSAL		GOV'T SOLICITATION NO.	
DETAIL DESCRIPTION OF COST ELEMENTS					
1. DIRECT MATERIAL (Itemize on Exhibit A)			EST COST(\$)	TOTAL EST COST	REFERENCE
a. PURCHASED PARTS					
b. SUBCONTRACTED ITEMS					
a. OTHER (1) RAW MATERIAL					
(2) YOUR STANDARD COMMERCIAL ITEMS					
(3) INTERDIVISIONAL TRANSFERS (At other than cost)					
TOTAL DIRECT MATERIAL					
2. MATERIAL OVERHEAD (Rate X base=)					
3. DIRECT LABOR (Specify)	ESTIMATED HOURS	RATE/HOURS	EST COST(\$)		
Principal Investigator					
TOTAL DIRECT LABOR					
4. LABOR OVERHEAD (Specify Department or Cost Center)	O.H. RATE	X BASE =	EST COST(\$)		
TOTAL LABOR OVERHEAD					
5. SPECIAL TESTING (Include field work at Government installations)			EST COST(\$)		
TOTAL SPECIAL TESTING					
6. SPECIAL EQUIPMENT (If direct charge) (Itemize on Exhibit A)					
7. TRAVEL (If direct charge) (Give details on attached Schedule)			EST COST(\$)		
a. TRANSPORTATION					
b. PER DIEM OR SUBSISTENCE					
TOTAL TRAVEL					
8. CONSULTANTS (Identify---purpose---rate)			EST COST(\$)		
TOTAL CONSULTANTS					
9. OTHER DIRECT C (Itemize on Exhibit A)					
10. TOTAL DIRECT COSTS AND OVERHEAD					
11. GENERAL AND ADMINISTRATIVE EXPENSE (Rate of cost element Nos.)			1,3,4,5,7,8,9		
12. ROYALTIES					
13. TOTAL ESTIMATED COST					
14. FEE OR PROFIT (Rate )					
15. TOTAL ESTIMATED COST AND FEE OR PROFIT					

The proposal is submitted for use in connection with and in response to (Describe RFP, etc.)

and reflects our best estimates as of this date, in accordance with instructions to Offerors and the Footnotes which follow.

TYPED NAME AND TITLE	SIGNATURE
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NAME OF FIRM	DATE OF SUBMISSION
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## EXHIBIT A-SUPPORTING SCHEDULE (Specify. If more space is needed, use reverse.)

[illegible]

I. HAS ANY EXECUTIVE AGENCY OF THE UNITED STATES GOVERNMENT PERFORMED ANY REVIEW OF YOUR ACCOUNTS OR RECORDS IN CONNECTION WITH ANY OTHER GOVERNMENT PRIME CONTRACT OR SUBCONTRACTS WITH THE PAST TWELVE MONTHS?

☐ YES      ☐ NO      ( If yes, identify below.)

NAME AND ADDRESS OF REVIEWING OFFICE AND INDIVIDUAL	TELEPHONE NUMBER/EXTENSION
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II. WILL YOU REQUIRE THE USE OF ANY GOVERNMENT PROPERTY IN THE PERFORMANCE OF THIS PROPOSED CONTRACT?

☐ YES      ☐ NO      (If yes, identify on reverse or separate page.)

III. DO YOU REQUIRE GOVERNMENT CONTRACT FINANCING TO PERFORM THIS PROPOSED CONTRACT?

☐ YES      ☐ NO      (If yes, identify): ☐ ADVANCED PAYMENTS    ☐ PROGRESS PAYMENTS OR    ☐ GUARANTEED LOANS

IV. DO YOU NOW HOLD ANY CONTRACT (Or, do you have any independently financed (IR&D) projects) FOR THE SAME OR SIMILAR WORK CALLED FOR BY THIS PROPOSED CONTRACT?

☐ YES      ☐ NO      (If yes, identify):

V. DOES THIS COST SUMMARY CONFORM WITH THE COST PRINCIPLES SET FORTH IN AGENCY REGULATIONS?

☐ YES      ☐ NO      (If no, explain on reverse or separate page.)

## INSTRUCTIONS TO OFFERORS

1. The purpose of this form is to provide a standard format by which the offeror submits to the Government a summary of incurred and estimated costs (and attached supporting information) suitable for detailed review and analysis. Prior to the award of a contract resulting from this proposal, the offeror shall, under the conditions stated in FAR 15.403-4 be required to submit a Certificate of Current Cost or Pricing Data.
2. In addition to the specific information required by this form, the offeror is expected, in good faith, to incorporate in and submit with this form any additional data, supporting schedules, or substantiation which are reasonably required for the conduct of an appropriate review and analysis in the light of the specific facts of this procurement. For effective negotiations, it is essential that there be a clear understanding of:
  - a. The existing, verifiable data.
  - b. The judgmental factors applied in projecting from known data to the estimate, and
  - c. The contingencies used by the offeror in the proposed price.
3. When attachment of supporting cost or pricing data to this form is impracticable the data will be described (with schedules as appropriate), and made available to the Contracting Officer or his representative upon request.
4. The formats for the "Cost Elements" and the "Proposed Contract Estimate" are not intended as rigid requirements. These may be presented in different format with the prior approval of the Contracting Officer if required for more effective and efficient presentation. In all other respects, this form will be completed and submitted without change.
5. By submission of this proposal, the offeror grants to the Contracting Officer, or his authorized representative the right to examine for the purpose of verifying the cost or pricing data submitted, those books, records, documents and other supporting data which will permit adequate evaluation of such cost or pricing data, along with the computations and projections used therein. This right may be exercised in connection with any negotiations prior to contract award.

In short, the offeror's estimating process itself needs to be disclosed.

## FOOTNOTES

1. Enter in this column those necessary and reasonable costs which in the judgement of the offeror will properly be incurred in the efficient performance of the contract. When any of the costs in this column have already been incurred (e.g., on a letter contract or change order), describe them on an attached supporting schedule. Identify all sales and transfers between your plants, divisions, or organizations under a common control, which are included at other than the lower of cost to the original transferor or current market price.
2. When space in addition to that available in Exhibit A is required, attach separate pages as necessary and identify in this "Reference" column the attachment in which the information supporting the specific cost element may be found. No standard format is prescribed; however, the cost or pricing data must be accurate, complete and current, and the judgement factors used in projecting from the data to the estimates must be stated in sufficient detail to enable the Contracting Officer to evaluate the proposal. For example, provide the basis used for pricing materials such as by vendor quotations, shop estimates, or invoice prices; the reason for use of overhead rates which depart significantly from experienced rates (reduced volume, a planned major rearrangement, etc.); or justification for an increase in labor rates (anticipated wage and salary increases, etc.). Identify and explain any contingencies which are included in the proposed price, such as anticipated costs of rejects and defective work, or anticipated technical difficulties.
3. Indicate the rates used and provide an appropriate explanation. Where agreement has been reached with Government representatives on the use of forward pricing rates, describe the nature of the agreement. Provide the method of computation and application of your overhead expense, including cost breakdown and showing trends and budgetary data as necessary to provide a basis for evaluation of the reasonableness of proposed rates.
4. If the total cost entered here is in excess of \$250, provide on a separate page the following information on each separate item or royalty or license fee: name and address of licensor; date of license agreement; patent numbers, patent application serial numbers, or other basis on which the royalty is payable; brief description including any part or model numbers of each contract item or component on which the royalty is payable; percentage or dollar rate of royalty per unit; unit price of contract item; number of units; and total dollar amount of royalties. In addition, if specifically requested by the Contracting Officer, a copy of the current license agreement and identification of applicable claims or specific patents shall be provided.
5. Provide a list of principal items within each category indicating known or anticipated source, quantity, unit price, competition obtained, and basis of establishing source and reasonableness of cost.

## CONTINUATION OF EXHIBIT A – SUPPORTING SCHEDULE AND REPLIES TO QUESTIONS II AND V.